



CANNON BUILDING
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**STATE OF DELAWARE
REAL ESTATE COMMISSION**

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PUBLIC MEETING MINUTES:	REAL ESTATE COMMISSION
MEETING DATE AND TIME:	Thursday, May 9, 2019 at 9:00 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A, Second Floor of the Cannon Building
MINUTES FOR APPROVAL	July 11, 2019

MEMBERS PRESENT

Lynette Scott, Professional Member, **Chairperson**
Lynn Rogers, Public Member, **Vice-Chairperson**
Nikki Lane, Professional Member, **Secretary**
Nora Martin, Professional Member
Randy Marvel, Professional Member
Jason Giles, Professional Member

DIVISION STAFF/ DEPUTY ATTORNEY GENERAL

Eileen Kelly, Deputy Attorney General
Alison Warren, Administrative Assistant III

MEMBERS ABSENT

ALSO PRESENT

Sal Sedita

CALL TO ORDER

Ms. Lane called the meeting to order at 9:08 a.m.

REVIEW OF MINUTES

The Commission reviewed the April 11, 2019 meeting minutes. Ms. Scott made a motion, seconded by Ms. Martin, to approve the April minutes as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Review and Sign Decision and Order for Michael Skipski

The order was reviewed by the Commission and signed by Nikki Lane.

Review and Sign Final Order for Jean Binkley – Guaranty Fund

The order was reviewed by the Commission and signed by Nikki Lane.

Review and Sign Final Order for Wilfrieda Vleugels

The order was reviewed by the Commission and signed by Nikki Lane

NEW BUSINESS

Education Committee Report – Review of Course Provider & Instructor Applications – May 2, 2019

Sal Sedita addressed the Commission and provided the Education Committee report from the May meeting. Because the Education Committee did not have quorum at the May meeting the Commission reviewed the Course Provider and Instructor Applications based on the recommendations of the Committee members who attended the May 2nd meeting.

Mr. Giles moved, seconded by Mr. Rogers, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

1. Ward & Taylor, LLC
 - a. New Disclosure Forms – What you Need to Know – Module 3 or 5 – 3 Hours **Approved**
2. The CE Shop, Inc
 - a. Assistance Animals and Fair Housing – Module 1 – 4 Hours **Approved**
 - b. Marketing, Advertising & Social Media Compliance – Module 7 – 3 Hours **Approved**
3. Century 21 Gold Key Realty
 - a. The Agreement of Sale - Module 3 – 3 Hours **Approved**
 - b. Procuring Cause and Conflict Resolution – Module 4 – 3 Hours **Approved**
 - c. Legislative Update – Module 5 – 3 Hours **Approved**
 - d. Practical Tips for Modern Agents – Module 6 – 3 Hours **Approved**
 - e. Photography for Real Estate Marketing – Module 7 – 3 Hours **Approved**
4. Association of Realtors School
 - a. Successfully Engaging Today's Internet Consumer – Module 7 – 3 Hours **Approved**
 - b. Ethics in Real Estate – Module 2 – 3 Hours **Approved**
 - c. Real Estate Negotiations Expert (Rene) – Module 6 & 7 – 6 Hours **Approved**
5. Omega Real Estate School #0015
 - a. Introduction to Professional Property Management – Module 6 or 7 – 3 Hours **Approved**
6. Delaware Association of Realtors
 - a. Book'em, Danno: Ethics and Licensing Complaints (DREC Seminar) –Module 2– 3 Hours **Approved**
 - b. Real Estate Documents – Module 3 – 3 Hours **Approved**
 - c. The Real Estate Broker's Ultimate Technology Toolbox – Module 4 – 3 Hours **Approved**
 - d. DREC Wetland and Flood Planning – Module 5 or 7 – 3 Hours **Approved**
 - e. Being a Prepared Tenant in Delaware – Module 5 – 3 Hours **Approved**
 - f. Practice with Professionalism – Module 6 – 3 Hours **Approved**
 - g. Real Estate Negotiations Expert (Rene) Certification Course – Module 6 & 7 – 6 Hours **Approved**
7. Long and Foster Institute of Real Estate
 - a. Agency & Fair Housing – Module 1 – 3 Hours **Approved**
 - b. NAR Biennial Code of Ethics – Module 2 – 3 Hours **Approved**
 - c. Delaware State Wide Agreement of Sale – Module 3 – 3 Hours **Approved**
 - d. Delaware Landlord Tenant Code – Module 6 – 3 Hours **Approved**
8. New Castle County Board of Realtors
 - a. New License Module 4 – Do The Right Thing (When No One is Looking) – 3 Hours **Approved**
 - b. Not Your Mother's Ethics Course – Module 2 – 3 Hours **Approved**
9. The Frederic Academy of Real Estate
 - a. Real Estate Investment Fundamentals – Module 6 – 3 Hours **Approved**
 - b. Practices for the Commercial Agent & Commercial Broker's Lien – Module 6 – 3 Hours **Approved**

- c. Real Estate Hot Buttons and Issues – Module 7 – 3 Hours **Approved**

10. Review of Instructors

Ms. Scott moved, seconded by Mr. Rogers, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried.

Ms. Broadway abstained from the review of Elisa Morris.

- a. Kacee Benson – New Instructor **Approved**
- b. Christopher Emmert – New Instructor **Approved**
- c. Craig Aleman – New Instructor **Approved**
- d. Collena Hope – Pre-Licensing Real Estate Sales Course – **Tabled** (back to Education Committee)
- e. Roger Truemper – Renewal – Request to Add New Licensee Module 2 & 3 **Approved**

Ratification of Associate Brokers/Broker/Salesperson Applications

Mr. Giles made a motion, seconded by Ms. Scott, to ratify the approved applications for associate brokers, brokers, and salespersons per the attached list. By unanimous vote, the motion carried.

Review of New Office Application(s):

DeMarie Real Estate Sales – Ms. Scott made a motion, seconded by Mr. Rogers to approve the new office application for DeMarie Real Estate Sales contingent on receiving a copy of the escrow account deposit slip . By unanimous vote, the motion carried.

Status of Complaints

Complaint #02-23-18 – Sent to the AG's Office

Complaint #02-40-18 – Sent to AG's Office

Complaint #02-02-19 – Closed by Investigator

CORRESPONDENCE

There was no correspondence

OTHER BUSINESS BEFORE THE COMMISSION (for discussion only)

There will be no June Commission meeting.

Commission and Sub-Committee will meet in July.

PUBLIC COMMENT

There was no public comment

NEXT SCHEDULED MEETING

The next meeting will be held on July 11, 2019 at 9:00 a.m. in Conference Room A, 861 Silver Lake Boulevard, Suite 203, Dover, DE.

ADJOURNMENT

There being no further business before the Commission, Ms. Lane moved, seconded by Ms. Scott, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 9:25 a.m.

Respectfully submitted,

Alison Warren

Alison Warren

Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentation.

